8/29/88 35050-4

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NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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SEPTEMBER 1987 COMPARED WITH SEPTEMBER 1986

	Projections	Actual Last Year
NOVEMBER 1987	60-62%	60.9%
DECEMBER 1987	49-51%	50.4%
JANUARY 1987	55-57%	57.1%

OCCUPANCIES RISE SECOND CONSECUTIVE MONTH

The occupancy rate for September was 64.6 percent, measured on a seasonally unadjusted basis. This monthly rate represents a 2.5 percent increase from September of last year. Regionally, both the North Central and Southern regions posted moderate increases in occupancy level, 2.7 and 5.4 percent respectively. Conversely, the Northeast and Western regions experienced moderate declines from the September1986 levels. The year-todate national occupancy rate stands at 67.5 percent, 1.8 percent above the comparable period last year. The Middle Atlantic area indicated the highest year-to-date occupancy rate, 76.4 percent while the lowest occupancy rate, 56.1 percent, lies in the West South Central region.

The average daily rate paid for a room during September was $68.00, a 2.5 percent increase from a year ago. The Northeast region, with a rate of $111.01, continues to have the highest regional average rates. Room rates in the country's four central areas were considerably lower, approximately 51 to 58 percent. The national room rate year-to-date of $67.61, is 3.5 percent higher than the comparable 1986 level.

Total sales for all lodging properties increased 4.9 percent during the month of September while year-to-date sales rose a healthy 6.0 percent.

Food and beverage sales increased 1.5 percent during September as the number of covers served decreased 3.2 percent. Average receipt per cover stands at $11.55, up from $11.03 the previous year. Year-to-date receipt per cover is $10.71.

Laventhol & Horwath's Inventory of the Lodging Industry (ILI) data base can be a valuable tool for any hotelier. A standard report supplies the reader with information on specific market segments regarding size, type, region, state, chain, and location. It covers the industry as a whole or may be tailored to fit your needs. Presently our files contain over 25,000 properties in over 2.8 million rooms with an average rack rate of $51.16. These lodgings establishments comprise approximately 99.9 percent of the industry nationwide with more than 25 rooms. For details please contact Beth Rifkin in Laventhol & Horwath's Research and Development division at the above address.

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

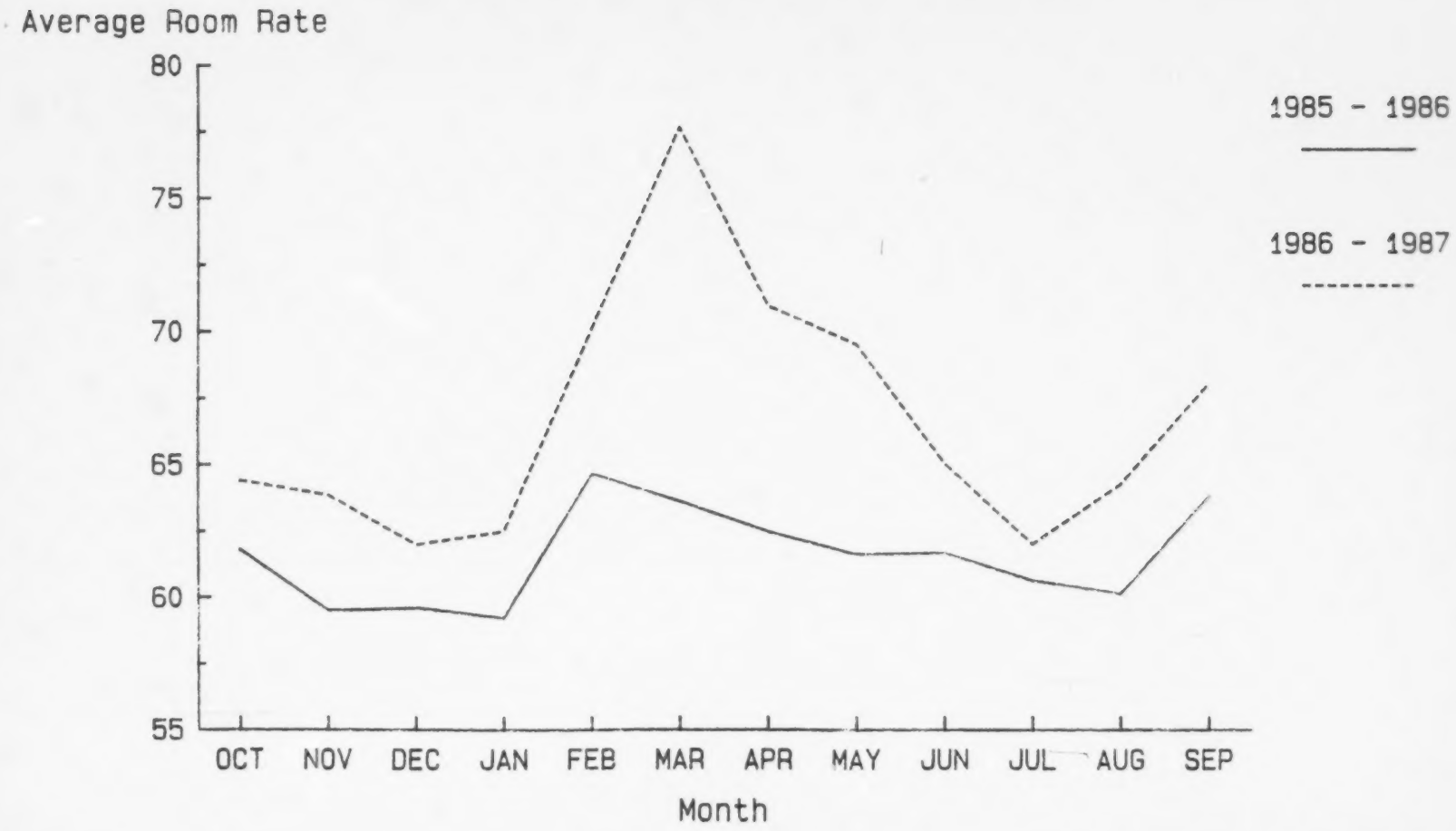
	This Month	Percentage Changes*
TOTAL U.S.A.	64.5%	0.0%
AFFILIATION:		
Chain	64.8	-15.2
Independent	64.7	14.1
CENSUS REGION:		
Northeast	75.9	-1.6
North Central	63.9	3.6
South	58.0	-6.3
West	66.4	-8.7
CENSUS DIVISION:		
New England	74.9	3.9
Middle Atlantic	76.9	-2.8
South Atlantic	70.9	5.5
East North Central	66.3	3.9
East South Central	53.1	23.5
West North Central	61.0	3.0
West South Central	55.2	2.2
Mountain	65.3	25.8
West	67.5	-9.2
LOCATION:		
Center City	66.2	-2.4
Suburban	59.4	-3.1
Airport	64.5	-3.4
Highway	61.2	-5.3
Resort	73.7	12.2
SIZE:		
Under 150 rooms	61.2	-2.5
150 to 299 rooms	60.7	-4.9
300 to 600 rooms	63.1	-1.6
Over 600 rooms	74.0	0.1
TYPE:		
Hotel	67.3	-0.1
Motor Hotel	60.8	-3.9
Economy	60.4	-5.5

* FROM PREVIOUS MONTH

Mark Lomanno, Director
John Krepelka, Consultant
Research and Development

NATIONAL OCCUPANCY RATE
OCTOBER 1985 - SEPTEMBER 1986
OCTOBER 1986 - SEPTEMBER 1987

NATIONAL AVERAGE ROOM RATE
OCTOBER 1985 - SEPTEMBER 1986
OCTOBER 1986 - SEPTEMBER 1987



ROOMS REPORT - SEPTEMBER 1987 COMPARED WITH SEPTEMBER 1986

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	64.6	63.0	58.9	53.9	$ 68.00	$ 66.37	$ 47.08	$ 47.30	$ 16.49	$ 16.34	21.4	21.8
CENSUS REGION:												
Northeast	83.1	84.6	46.4	43.2	$111.01	$103.97	$ 77.30	$ 74.06	$ 22.12	$ 21.86	19.6	20.6
North Central	69.0	67.2	43.2	40.0	57.19	55.15	44.40	43.92	11.54	11.73	17.8	18.7
South	57.1	54.2	68.4	63.5	56.74	56.73	37.13	38.17	15.16	15.24	23.0	23.1
West	70.3	71.2	58.4	51.1	64.55	62.16	44.65	44.89	15.45	14.07	25.2	23.8
CENSUS DIVISION:												
New England	86.7	87.1	49.0	46.8	$ 96.93	$ 88.59	$ 60.33	$ 57.55	$ 16.45	$ 15.13	16.4	16.6
Middle Atlantic	82.6	84.2	46.1	42.9	112.91	106.00	78.88	75.55	22.73	22.57	19.9	21.0
South Atlantic	59.1	55.5	80.3	74.1	58.21	57.73	34.99	35.86	16.02	15.90	24.1	24.2
East North Central	71.3	68.5	43.5	38.6	61.39	57.50	50.64	49.15	12.81	13.05	16.7	18.2
East South Central	53.8	55.0	*	*	43.91	42.43	*	*	*	*	*	*
West North Central	66.5	65.8	42.9	41.1	52.46	52.62	38.93	39.69	10.56	10.76	19.1	19.1
West South Central	53.3	51.5	40.7	39.2	53.91	54.98	43.59	44.97	12.95	13.52	19.9	20.4
Mountain	68.4	71.3	48.2	46.8	49.11	48.44	35.99	36.05	16.17	14.43	31.3	27.8
Pacific	71.1	71.2	62.6	53.0	70.71	68.30	47.83	48.64	14.76	13.73	21.0	20.8
AFFILIATION:												
Chain	64.6	63.2	56.8	50.8	$ 66.10	$ 64.97	$ 46.70	$ 47.50	$ 15.58	$ 15.45	20.7	21.1
Independent	64.4	62.2	68.3	67.9	77.51	73.46	48.61	46.47	21.98	21.96	25.2	26.0
LOCATION:												
Center City	68.6	69.4	44.6	42.2	$ 91.06	$ 87.45	$ 65.97	$ 64.47	$ 19.25	$ 18.83	20.0	20.4
Suburban	60.3	57.6	51.8	51.6	54.16	54.05	38.32	37.85	11.43	12.10	19.7	20.7
Airport	64.4	63.5	38.1	31.6	56.23	55.07	43.92	45.01	12.13	11.82	20.6	20.7
Highway	61.0	58.6	78.4	67.5	39.58	39.09	25.27	26.97	10.39	10.42	24.3	25.1
Resort	64.7	60.0	92.1	86.5	68.61	65.28	37.10	36.38	18.62	18.16	26.9	27.4
SIZE:												
Under 150 Rooms	62.2	60.2	65.3	64.0	$ 45.63	$ 43.92	$ 32.88	$ 31.71	$ 14.10	$ 13.75	27.1	27.7
150 - 299 Rooms	60.2	58.2	51.4	47.9	56.74	55.39	39.47	39.33	13.99	13.90	22.3	22.5
300 - 600 Rooms	62.0	59.5	59.9	52.7	71.82	69.75	45.11	45.91	14.34	14.84	19.8	21.1
Over 600 Rooms	75.0	75.1	61.9	56.3	91.40	88.55	58.68	58.47	20.39	19.54	21.4	21.3
TYPE:												
Hotel	67.5	67.2	52.8	50.2	$ 83.10	$ 80.37	$ 55.51	$ 54.55	$ 18.46	$ 18.12	21.5	21.8
Motor Hotel	59.8	57.6	66.0	58.6	47.17	45.96	31.28	31.91	10.97	10.82	19.7	20.1
Economy	63.4	59.4	76.1	72.2	33.19	32.49	25.74	25.96	11.51	12.78	34.7	37.8
All Suites	65.6	57.6	107.3	83.0	66.78	64.83	32.71	36.15	15.49	15.67	21.7	23.2

* Insufficient Response

VARIATION REPORT - SEPTEMBER 1987 COMPARED WITH SEPTEMBER 1986

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	4.9	6.2	1.5	2.4	-1.1	7.2	1.3	2.5	-0.4	5.5	0.1	0.9	-1.2
CENSUS REGION:													
Northeast	5.0	5.7	3.9	5.1	0.5	1.6	6.1	6.8	5.0	2.6	4.4	1.2	4.7
North Central	2.2	5.5	-5.9	-4.8	-8.9	10.3	0.4	3.7	-6.6	7.3	-3.9	-1.6	-7.1
South	4.3	5.3	0.8	2.0	-2.2	10.4	-0.9	-	-3.2	6.1	-3.5	-0.5	-4.7
West	7.4	8.7	4.8	4.9	4.4	5.3	2.6	3.8	4.6	9.2	7.6	9.8	5.8
CENSUS DIVISION:													
New England	9.0	10.6	5.5	6.1	3.9	10.0	7.8	9.4	4.5	8.9	5.0	8.7	4.6
Middle Atlantic	4.5	5.2	3.6	4.9	-0.2	0.8	5.9	6.5	5.0	2.1	4.4	0.7	4.6
South Atlantic	5.5	6.7	1.1	2.0	-1.1	13.8	-0.3	0.8	-3.1	8.8	-2.6	0.8	-3.3
East North Central	6.9	11.0	-2.7	-2.1	-4.6	10.6	2.8	6.8	-6.5	5.7	-6.0	-1.8	-8.7
East South Central	12.5	11.2	15.2	13.3	22.5	11.6	4.7	3.5	12.8	11.4	*	*	*
West North Central	-3.2	-0.9	-8.9	-7.5	-13.0	9.7	-2.7	-0.3	-7.1	8.3	-2.1	-1.9	-6.0
West South Central	1.2	2.1	-0.5	1.7	-5.9	-1.7	-2.8	-1.9	-4.0	-4.0	-6.3	-4.2	-9.1
Mountain	-0.6	-2.2	1.2	1.3	0.8	11.2	3.0	1.4	5.6	14.3	4.5	12.1	4.1
Pacific	10.1	12.2	6.1	6.2	5.9	3.8	1.6	3.5	3.8	8.6	10.4	7.5	7.7
AFFILIATION:													
Chain	3.8	5.1	-0.2	1.0	-3.5	6.2	0.4	1.7	-1.5	5.1	0.1	0.8	-1.5
Independent	9.3	10.9	6.5	6.5	6.5	10.4	4.1	5.5	1.7	4.7	-2.0	0.1	-2.3
LOCATION:													
Center City	2.3	3.1	0.2	1.0	-2.2	3.1	3.3	4.1	1.4	5.2	2.9	2.2	1.0
Suburban	4.2	7.7	-3.5	-1.3	-9.4	-1.0	-3.1	0.2	-6.5	-7.1	-6.9	-5.5	-4.8
Airport	3.2	6.0	-4.1	-2.1	-9.3	13.8	-0.5	2.1	-3.6	15.3	1.9	2.6	-2.6
Highway	6.5	7.4	2.1	4.7	-5.8	14.9	0.4	1.3	-4.7	7.7	-5.1	-0.3	-6.4
Resort	11.6	13.2	8.2	7.9	8.9	15.7	3.7	5.1	1.3	8.2	-1.4	2.5	-2.5
SIZE:													
Under 150 Rooms	8.1	9.3	1.8	2.4	-1.0	21.9	2.8	3.9	0.4	16.1	0.3	2.5	0.3
150 - 299 Rooms	5.5	7.6	1.9	2.8	-0.3	0.9	0.5	2.4	-1.5	-2.5	-1.7	0.6	-3.8
300 - 600 Rooms	9.2	9.7	6.4	7.7	2.7	17.2	2.5	3.0	0.4	13.2	-3.1	-3.4	-4.7
Over 600 Rooms	0.7	1.8	-2.6	-1.9	-4.5	3.0	2.1	3.2	0.3	5.0	3.8	4.4	2.9
TYPE:													
Hotel	3.5	4.4	1.1	1.9	-1.2	5.4	2.5	3.4	0.5	5.7	1.9	1.9	-
Motor Hotel	7.6	8.7	2.6	4.2	-1.7	17.4	1.6	2.6	-2.1	12.7	-3.0	1.4	-4.9
Economy	11.3	11.2	16.8	183.0	-13.0	21.4	2.3	2.2	-28.1	1.8	-11.1	-9.9	-27.8
All Suites	17.2	19.7	6.6	7.2	5.0	16.2	0.8	3.0	-1.3	5.4	-6.4	-1.1	-4.0

* Insufficient Response
\- No Change

TREND REPORT SEPTEMBER 1987 COMPARED WITH SEPTEMBER 1986

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	4.9	6.2	1.5	7.2	64.6	2.5	58.9	9.3	$ 68.00	2.5	$102.87	1.3
CENSUS REGION:												
Northeast	5.0	5.7	3.9	1.6	83.1	-1.8	46.4	7.4	$111.01	6.8	$157.50	6.1
North Central	2.2	5.5	-5.9	10.3	69.0	2.7	43.2	8.0	57.19	3.7	88.76	0.4
South	4.3	5.3	0.8	10.4	57.1	5.4	68.4	7.7	56.74	-	90.09	-0.9
West	7.4	8.7	4.8	5.3	70.3	-1.3	58.4	14.3	64.55	3.8	95.25	2.6
CENSUS DIVISION:												
New England	9.0	10.6	5.5	10.0	86.7	-0.5	49.0	4.7	$ 96.93	9.4	$150.30	7.8
Middle Atlantic	4.5	5.2	3.6	0.8	82.6	-1.9	46.1	7.5	112.91	6.5	158.47	5.9
South Atlantic	5.5	6.7	1.1	13.8	59.1	6.5	80.3	8.4	58.21	0.8	95.46	-0.3
East North Central	6.9	11.0	-2.7	10.6	71.3	4.1	43.5	12.7	61.39	6.8	93.84	2.8
East South Central	12.5	11.2	15.2	11.6	53.8	-2.2	*	*	43.91	3.5	68.22	4.7
West North Central	-3.2	-0.9	-8.9	9.7	66.5	1.1	42.9	4.4	52.46	-0.3	83.04	-2.7
West South Central	1.2	2.1	-0.5	-1.7	53.3	3.5	40.7	3.8	53.91	-1.9	78.96	-2.8
Mountain	-0.6	-2.2	1.2	11.2	68.4	-4.1	48.2	3.0	49.11	1.4	76.21	3.0
Pacific	10.1	12.2	6.1	3.8	71.1	-0.1	62.6	18.1	70.71	3.5	102.84	1.6
AFFILIATION:												
Chain	3.8	5.1	-0.2	6.2	64.6	2.2	56.8	11.8	$ 66.10	1.7	$ 97.17	0.4
Independent	9.3	10.9	6.5	10.4	64.4	3.5	68.3	0.6	77.51	5.5	131.36	4.1
LOCATION:												
Center City	2.3	3.1	0.2	3.1	68.6	-1.2	44.6	5.7	$ 91.06	4.1	$136.13	3.3
Suburban	4.2	7.7	-3.5	-1.0	60.3	4.7	51.8	0.4	54.16	0.2	77.01	-3.1
Airport	3.2	6.0	-4.1	13.8	64.4	1.4	38.1	20.6	56.23	2.1	83.52	-0.5
Highway	6.5	7.4	2.1	14.9	61.0	4.1	78.4	16.1	39.58	1.3	51.46	0.4
Resort	11.6	13.2	8.2	15.7	64.7	7.8	92.1	6.5	68.61	5.1	119.94	3.7
SIZE:												
Under 150 Rooms	8.1	9.3	1.8	21.9	62.2	3.3	65.3	2.0	$ 45.63	3.9	$ 58.01	2.8
150 - 299 Rooms	5.5	7.6	1.9	0.9	60.2	3.4	51.4	7.3	56.74	2.4	85.91	0.5
300 - 600 Rooms	9.2	9.7	6.4	17.2	62.0	4.2	59.9	13.7	71.82	3.0	112.95	2.5
Over 600 Rooms	0.7	1.8	-2.6	3.0	75.0	-0.1	61.9	9.9	91.40	3.2	142.03	2.1
TYPE:												
Hotel	3.5	4.4	1.1	5.4	67.5	0.4	52.8	5.2	$ 83.10	3.4	$132.40	2.5
Motor Hotel	7.6	8.7	2.6	17.4	59.8	3.8	66.0	12.6	47.17	2.6	64.47	1.6
Economy	11.3	11.2	16.8	21.4	63.4	6.7	76.1	5.4	33.19	2.2	33.94	2.3
All Suites	17.2	19.7	6.5	16.2	65.6	13.9	107.3	29.3	66.78	3.0	86.51	0.8

* Insufficient Response
\- No Change

FOOD AND BEVERAGE REPORT - SEPTEMBER 1987 COMPARED WITH SEPTEMBER 1986

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$38.65	$38.80	$11.55	$11.03	0.32	0.33	0.21	0.21	48.8	49.2	$ 7.90	$ 7.59	-3.2
CENSUS REGION:													
Northeast	$41.09	$39.12	$15.12	$14.13	0.29	0.29	0.21	0.21	51.1	51.3	$ 10.50	$ 9.96	-2.4
North Central	36.35	38.93	9.10	8.91	0.32	0.32	0.21	0.22	40.8	40.6	4.86	4.83	-7.3
South	36.87	38.08	11.63	11.12	0.33	0.33	0.21	0.22	48.8	49.7	8.05	7.82	-3.6
West	41.95	40.12	9.58	9.29	0.34	0.35	0.21	0.22	52.3	52.2	6.32	6.04	0.3
CENSUS DIVISION:													
New England	$56.19	$53.79	$13.51	$12.75	0.31	0.35	0.22	0.24	40.9	40.8	$ 7.43	$ 7.05	0.9
Middle Atlantic	39.25	37.38	15.42	14.38	0.29	0.29	0.21	0.20	52.8	53.0	11.09	10.50	-3.0
South Atlantic	39.42	40.68	12.60	11.83	0.33	0.33	0.21	0.22	49.3	49.4	8.79	8.19	-5.8
East North Central	38.91	41.62	9.55	9.21	0.33	0.34	0.21	0.22	39.6	40.3	5.09	5.07	-6.2
East South Central	29.26	25.95	8.12	7.48	0.40	0.35	0.30	0.28	*	*	*	*	5.7
West North Central	33.98	36.59	8.72	8.66	0.32	0.31	0.21	0.22	41.9	40.8	4.67	4.62	-8.3
West South Central	30.97	32.26	9.68	9.65	0.32	0.34	0.20	0.21	47.5	50.5	6.55	7.08	1.0
Mountain	37.03	35.07	7.84	7.79	0.38	0.41	0.21	0.20	50.3	51.2	4.88	4.83	-6.9
Pacific	44.01	42.38	10.13	9.81	0.33	0.33	0.22	0.23	54.6	53.4	7.41	6.96	2.7
AFFILIATION:													
Chain	$33.77	$34.30	$10.89	$10.40	0.31	0.32	0.21	0.21	49.1	49.3	$ 7.45	$ 7.17	-3.4
Independent	65.35	64.25	14.14	13.50	0.33	0.34	0.21	0.22	47.9	48.9	9.83	9.41	-2.6
LOCATION:													
Center City	$40.60	$40.05	$13.18	$12.76	0.30	0.30	0.21	0.22	49.9	50.3	$ 8.99	$ 8.83	-2.1
Suburban	33.35	35.65	8.68	8.24	0.34	0.36	0.23	0.23	45.3	45.0	5.91	5.32	-3.7
Airport	30.52	31.66	8.81	8.58	0.33	0.33	0.22	0.22	47.8	46.7	5.72	5.61	-4.1
Highway	24.61	25.85	7.91	7.80	0.35	0.36	0.24	0.22	44.3	44.1	4.61	4.71	-0.1
Resort	49.31	48.67	12.76	11.69	0.34	0.35	0.20	0.20	49.3	50.5	8.99	8.06	-5.4
SIZE:													
Under 150 Rooms	$41.34	$41.16	$ 8.67	$ 8.46	0.38	0.39	0.27	0.28	44.4	44.3	$ 5.19	$ 5.09	1.1
150 - 299 Rooms	35.41	35.96	9.97	9.50	0.33	0.34	0.23	0.23	46.7	47.4	6.61	6.38	-3.9
300 - 600 Rooms	36.66	36.52	10.78	10.32	0.32	0.34	0.22	0.23	46.9	49.2	6.99	7.07	0.9
Over 600 Rooms	42.45	42.34	14.20	13.33	0.30	0.30	0.19	0.19	52.0	50.7	10.28	9.34	-7.7
TYPE:													
Hotel	$42.78	$42.58	$12.31	$11.70	0.31	0.32	0.21	0.21	50.0	50.1	$ 8.49	$ 8.06	-4.1
Motor Hotel	26.13	26.68	8.09	7.84	0.35	0.35	0.22	0.22	42.6	43.7	4.98	5.08	0.1
Economy	4.52	6.29	*	*	0.38	0.14	0.23	0.15	43.5	40.6	*	*	*
All Suites	37.03	37.50	11.28	10.91	0.35	0.37	0.27	0.25	47.3	48.2	7.34	7.54	4.4

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF SEPTEMBER 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	67.5	66.3	63.0	61.0	$ 67.61	$ 65.30	$ 45.08	$ 44.07	$ 14.96	$ 14.69	20.1	20.5
CENSUS REGION:												
Northeast	75.3	73.9	46.1	42.9	$102.57	$ 97.87	$ 72.25	$ 70.39	$ 22.50	$ 21.42	21.4	21.4
North Central	63.5	63.4	42.6	42.2	54.03	51.71	40.03	38.42	11.57	11.46	19.3	20.0
South	65.5	64.0	79.4	77.3	62.23	60.64	38.06	37.64	13.34	13.34	19.1	19.6
West	70.4	68.9	54.9	52.8	65.69	63.25	46.03	44.70	14.05	13.75	21.3	21.8
CENSUS DIVISION:												
New England	70.4	69.1	45.2	42.0	$ 81.08	$ 77.13	$ 57.49	$ 55.87	$ 17.58	$ 16.23	21.4	20.8
Middle Atlantic	76.4	75.0	46.2	43.0	107.34	102.45	74.46	72.56	23.51	22.47	21.4	21.4
South Atlantic	70.9	68.5	92.5	90.7	66.55	64.00	37.19	36.09	13.82	13.74	18.8	19.5
East North Central	64.8	64.5	40.0	39.2	56.30	52.88	43.05	40.55	2.15	11.89	19.2	20.1
East South Central	57.3	60.1	37.3	46.3	47.27	44.95	39.69	33.65	5.20	8.87	18.6	18.8
West North Central	61.3	61.5	47.2	47.5	49.93	49.66	34.99	34.96	10.68	10.81	19.6	19.9
West South Central	56.1	56.2	46.6	43.8	53.23	54.21	41.00	42.99	12.38	12.64	20.2	20.1
Mountain	61.0	62.6	45.8	46.1	49.27	47.82	36.93	36.15	12.21	12.30	23.0	23.7
Pacific	73.5	71.2	57.1	54.4	70.19	68.09	47.99	46.74	14.87	14.42	20.7	21.1
AFFILIATION:												
Chain	67.8	66.5	60.5	58.1	$ 65.46	$ 63.43	$ 44.39	$ 43.64	$ 14.22	$ 13.98	19.7	20.1
Independent	66.3	65.1	74.1	73.9	78.25	74.55	47.93	45.85	19.46	18.96	22.0	22.3
LOCATION:												
Center City	66.5	64.8	49.3	46.8	$ 83.28	$ 80.68	$ 58.88	$ 57.97	$ 18.49	$ 18.14	21.2	21.4
Suburban	64.5	63.9	51.8	50.6	56.90	55.53	38.43	37.65	11.71	11.68	19.5	19.9
Airport	70.3	68.8	35.0	32.9	56.74	55.52	44.07	43.98	11.71	11.57	19.8	20.2
Highway	66.7	66.8	79.7	75.9	42.91	41.89	25.64	25.70	9.34	8.95	20.1	20.1
Resort	71.7	69.3	106.1	105.7	81.77	77.11	42.37	40.03	15.69	15.39	18.2	18.9
SIZE:												
Under 150 Rooms	65.6	66.0	66.3	64.6	$ 46.95	$ 45.18	$ 31.09	$ 30.21	$ 12.43	$ 12.00	23.7	23.9
150 - 299 Rooms	65.2	64.0	57.6	55.6	57.20	55.80	37.49	37.02	12.33	12.15	20.2	20.4
300 - 600 Rooms	66.8	64.5	63.5	61.3	73.59	70.94	46.29	45.21	14.04	14.17	19.0	19.8
Over 600 Rooms	73.6	72.0	66.0	63.9	91.18	87.77	56.64	55.15	19.25	18.54	20.4	20.4
TYPE:												
Hotel	68.2	66.3	55.9	54.4	$ 80.73	$ 78.19	$ 53.44	$ 52.18	$ 16.86	$ 16.57	20.4	20.7
Motor Hotel	65.7	65.8	67.4	64.8	48.07	46.86	30.87	30.56	10.01	9.83	18.7	19.1
Economy	67.9	68.1	77.1	76.5	33.66	32.42	21.89	20.82	10.01	9.66	28.5	28.2
All Suites	71.7	67.6	122.8	120.2	78.98	75.27	38.11	36.95	15.99	16.10	18.5	19.6

YEAR TO DATE VARIATION REPORT - AS OF SEPTEMBER 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.0	7.1	2.6	3.7	-0.6	8.4	2.4	3.5	-0.1	5.9	0.6	1.8	-1.0
CENSUS REGION:													
Northeast	6.7	6.8	6.0	7.5	2.0	7.6	4.6	4.8	3.9	5.4	3.1	5.0	3.9
North Central	3.8	5.6	0.1	1.1	-2.6	5.0	2.7	4.5	-1.1	3.2	0.8	1.0	-0.9
South	3.9	4.9	0.2	1.4	-2.9	9.0	1.6	2.6	-2.4	6.5	-1.1	-	-3.6
West	11.0	12.8	6.2	7.0	4.0	10.3	2.2	3.9	1.8	6.6	1.4	2.2	-0.6
CENSUS DIVISION:													
New England	6.3	7.9	3.2	4.4	0.2	8.6	3.6	5.1	0.4	5.6	4.3	6.3	2.1
Middle Atlantic	6.7	6.7	6.8	8.3	2.6	7.4	4.8	4.8	4.8	5.4	2.9	4.6	4.2
South Atlantic	6.4	7.6	2.1	3.1	-0.4	11.6	2.8	4.0	-1.4	8.2	-1.1	0.6	-2.3
East North Central	6.5	8.5	2.9	3.8	0.4	4.9	4.5	6.5	0.2	2.1	2.0	2.2	1.5
East South Central	0.2	0.1	1.4	3.8	-6.0	-4.5	5.3	5.2	5.7	-0.8	4.9	3.7	5.2
West North Central	-1.2	0.1	-4.5	-3.3	-8.2	5.4	-0.7	0.5	-3.5	5.3	-1.0	-1.2	-4.8
West South Central	-2.7	-1.9	-5.1	-3.2	-9.9	-1.1	-2.6	-1.8	-6.3	-2.2	-1.7	-2.1	-7.9
Mountain	2.5	1.0	3.9	5.5	-0.6	13.2	4.6	3.0	4.5	12.1	-0.1	-0.7	-0.7
Pacific	13.0	13.4	6.8	7.3	5.3	9.4	0.9	3.1	1.0	4.6	1.8	3.1	-0.7
AFFILIATION:													
Chain	5.5	6.8	1.9	3.3	-1.9	7.4	2.0	3.2	-0.7	4.8	0.5	1.7	-1.2
Independent	7.7	8.7	4.7	4.9	3.8	11.4	4.0	5.0	1.1	8.7	0.7	2.6	-0.6
LOCATION:													
Center City	5.1	5.9	2.7	3.9	-0.9	6.9	2.5	3.2	-0.2	4.1	1.8	1.9	-0.8
Suburban	5.7	7.5	0.3	2.4	-4.7	9.3	0.7	2.5	-1.7	6.4	-0.7	0.3	-2.6
Airport	6.6	9.0	0.3	2.2	-4.8	9.9	-	2.2	-2.8	8.0	-5.2	1.2	-4.8
Highway	2.4	3.0	0.3	2.4	-5.7	-	1.8	2.4	-0.5	-	1.8	4.4	-0.5
Resort	9.0	10.7	5.3	5.2	5.6	11.5	4.5	6.0	1.5	7.7	0.6	1.9	0.7
SIZE:													
Under 150 Rooms	5.2	5.8	1.5	2.2	-0.7	8.6	3.4	3.9	1.9	7.2	-4.4	3.6	0.5
150 - 299 Rooms	4.8	6.7	0.3	1.7	-3.0	3.5	0.7	2.5	-1.8	1.7	-1.1	1.5	-3.3
300 - 600 Rooms	7.7	8.9	4.3	5.4	1.1	12.5	2.6	3.7	0.2	8.7	-	-0.9	-2.5
Over 600 Rooms	5.5	6.5	2.8	3.9	-0.2	7.7	2.9	3.9	0.3	5.3	2.9	3.8	1.6
TYPE:													
Hotel	6.1	7.3	2.9	4.0	-0.1	9.8	2.1	3.2	-0.2	6.9	0.6	1.8	-1.1
Motor Hotel	3.3	4.3	0.6	2.1	-3.5	-0.1	1.6	2.6	-0.6	-0.8	0.5	1.8	-0.2
Economy	6.3	6.0	8.4	9.6	8.5	9.4	4.1	3.8	8.8	7.8	2.7	3.6	7.1
All Suites	14.2	16.9	4.3	5.5	1.8	13.2	2.5	4.9	-2.2	5.4	-4.1	-0.7	-6.3

- No Change

YEAR TO DATE TREND REPORT - AS OF SEPTEMBER 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	6.0	7.1	2.6	8.4	67.5	1.8	63.0	3.3	$ 67.61	3.5	$101.43	2.4
CENSUS REGION:												
Northeast	6.7	6.8	6.0	7.6	75.3	1.9	46.1	7.5	$102.57	4.8	$149.57	4.6
North Central	3.8	5.6	0.1	5.0	63.5	0.2	42.6	0.9	54.03	4.5	85.28	2.7
South	3.9	4.9	0.2	9.0	65.5	2.3	79.4	2.7	62.23	2.6	94.78	1.6
West	11.0	12.8	6.2	10.3	70.4	2.2	54.9	4.0	65.69	3.9	95.77	2.2
CENSUS DIVISION:												
New England	6.3	7.9	3.2	8.6	70.4	1.9	45.2	7.6	$ 81.08	5.1	$132.51	3.6
Middle Atlantic	6.7	6.7	6.8	7.4	76.4	1.9	46.2	7.4	107.34	4.8	153.37	4.8
South Atlantic	6.4	7.6	2.1	11.6	70.4	3.5	92.5	2.0	66.55	4.0	102.60	2.8
East North Central	6.5	8.5	2.9	4.9	64.8	0.5	40.0	2.0	56.30	6.5	88.31	4.5
East South Central	0.2	0.1	1.4	-4.5	57.3	-4.7	37.3	-19.4	47.27	5.2	65.01	5.3
West North Central	-1.2	0.1	-4.5	5.4	61.3	-0.3	47.2	-0.6	49.93	0.5	79.82	-0.7
West South Central	-2.7	-1.9	-5.1	-1.1	56.1	-0.2	46.6	6.4	53.23	-1.8	78.67	-2.6
Mountain	2.5	1.0	3.9	13.2	61.0	-2.6	45.8	-0.7	49.27	3.0	75.94	4.6
Pacific	13.0	15.4	6.8	9.4	73.5	3.2	57.1	5.0	70.19	3.1	101.20	0.9
AFFILIATION:												
Chain	5.5	6.8	1.9	7.4	67.8	2.0	60.5	4.1	$ 65.46	3.2	$ 95.89	2.0
Independent	7.7	8.7	4.7	11.4	66.7	1.8	74.1	0.3	78.25	5.0	128.83	4.0
LOCATION:												
Center City	5.1	5.9	2.7	6.9	66.5	2.6	49.3	5.3	$ 83.28	3.2	$126.14	2.5
Suburban	5.7	7.5	0.3	9.3	64.5	0.9	51.8	2.4	56.90	2.5	81.26	0.7
Airport	6.6	9.0	0.3	9.9	70.3	2.2	35.0	6.4	56.74	2.2	83.84	-
Highway	2.4	3.0	0.3	-	66.7	-0.1	79.7	5.0	42.91	2.4	56.17	1.8
Resort	9.0	10.7	5.3	11.5	71.7	3.5	106.1	0.4	81.77	6.0	133.58	4.5
SIZE:												
Under 150 Rooms	5.2	5.8	1.5	8.6	65.6	-0.6	66.3	2.6	$ 46.95	3.9	$ 59.48	3.4
150 - 299 Rooms	4.8	6.7	0.3	3.5	65.2	1.9	57.6	3.6	57.20	2.5	84.66	0.7
300 - 600 Rooms	7.7	8.9	4.3	12.5	66.8	3.6	63.5	3.6	73.59	3.7	116.37	2.6
Over 600 Rooms	5.5	6.5	2.8	7.7	73.6	2.2	66.0	3.3	91.18	3.9	140.43	2.9
TYPE:												
Hotel	6.1	7.3	2.9	9.8	68.2	2.9	55.9	2.8	$ 80.73	3.2	$127.93	2.1
Motor Hotel	3.3	4.3	0.6	-0.1	65.7	-0.2	67.4	4.0	48.07	2.6	64.92	1.6
Economy	6.3	6.0	8.4	9.4	67.9	-0.3	77.1	0.8	33.66	3.8	34.77	4.1
All Suites	14.2	16.9	4.3	13.2	71.7	6.1	122.8	2.2	78.98	4.9	105.64	2.5

- No Change

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF SEPTEMBER 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$37.67	$37.72	$10.71	$10.27	0.32	0.32	0.22	0.22	47.9	48.3	$ 7.11	$ 6.97	-0.1
CENSUS REGION:													
Northeast	$42.28	$40.70	$14.37	$13.50	0.29	0.29	0.20	0.20	53.9	54.0	$ 10.64	$ 10.21	1.3
North Central	34.86	35.25	8.56	8.37	0.33	0.33	0.23	0.23	44.7	44.6	5.15	5.13	-1.3
South	35.20	36.08	10.20	9.85	0.33	0.33	0.22	0.22	46.1	46.7	6.65	6.59	-1.5
West	41.64	40.90	10.51	10.10	0.33	0.33	0.22	0.22	47.9	49.0	6.43	6.36	2.1
CENSUS DIVISION:													
New England	$51.78	$51.57	$11.98	$11.72	0.32	0.33	0.22	0.23	47.9	47.0	$ 7.83	$ 7.76	3.9
Middle Atlantic	40.26	38.41	15.09	14.02	0.28	0.28	0.20	0.19	55.5	55.9	11.48	10.91	0.5
South Atlantic	37.37	37.89	10.77	10.24	0.33	0.33	0.22	0.23	45.2	45.8	6.86	6.62	-1.9
East North Central	35.58	35.50	8.47	8.16	0.34	0.34	0.24	0.24	44.9	44.4	5.22	5.11	0.3
East South Central	17.06	16.14	7.04	6.59	0.36	0.36	0.25	0.25	45.9	45.7	4.31	4.23	-0.2
West North Central	33.62	34.83	8.72	8.69	0.32	0.31	0.21	0.21	44.3	44.8	5.05	5.16	-3.7
West South Central	31.20	33.31	9.03	9.10	0.33	0.33	0.21	0.21	48.9	49.6	6.26	6.66	-0.7
Mountain	36.10	34.56	8.74	8.44	0.37	0.37	0.22	0.22	45.6	47.8	5.21	5.43	-1.8
Pacific	43.14	42.72	10.89	10.47	0.32	0.32	0.22	0.22	48.9	49.5	6.91	6.73	2.9
AFFILIATION:													
Chain	$33.58	$33.80	$10.32	$ 9.93	0.32	0.32	0.21	0.22	48.2	48.5	$ 6.92	$ 6.81	0.2
Independent	59.68	59.02	12.20	11.56	0.34	0.34	0.23	0.23	47.0	47.7	7.93	7.65	-1.5
LOCATION:													
Center City	$40.37	$40.46	$12.48	$11.93	0.30	0.30	0.22	0.22	53.0	53.3	$ 9.11	$ 8.89	0.1
Suburban	32.30	32.87	8.55	8.24	0.35	0.35	0.23	0.23	46.1	46.9	5.42	5.41	-0.3
Airport	29.91	30.76	9.07	8.73	0.33	0.33	0.21	0.21	43.8	45.1	5.26	5.35	-1.1
Highway	23.32	23.43	7.71	7.51	0.35	0.35	0.24	0.24	41.4	41.2	4.05	4.17	1.2
Resort	50.58	49.81	11.46	10.96	0.34	0.33	0.22	0.22	42.8	42.9	6.72	6.38	-0.4
SIZE:													
Under 150 Rooms	$39.06	$38.34	$ 8.12	$ 7.97	0.36	0.36	0.26	0.27	43.6	44.0	$ 4.56	$ 4.39	0.1
150 - 299 Rooms	31.57	32.16	8.88	8.66	0.34	0.35	0.23	0.23	47.0	47.8	5.86	5.87	-1.1
300 - 600 Rooms	38.52	38.43	10.93	10.44	0.32	0.32	0.22	0.22	46.3	47.2	6.87	6.76	1.1
Over 600 Rooms	42.38	42.27	13.04	12.36	0.30	0.30	0.20	0.20	50.8	50.5	9.39	9.00	-0.9
TYPE:													
Hotel	$42.53	$42.62	$11.48	$10.99	0.32	0.32	0.21	0.22	49.1	49.5	$ 7.77	$ 7.39	-
Motor Hotel	23.88	24.02	7.58	7.34	0.35	0.35	0.23	0.22	42.4	42.6	4.50	4.46	-0.9
Economy	6.33	5.82	*	*	0.38	0.35	0.24	0.24	40.1	41.7	*	*	*
All Suites	42.74	43.71	12.10	11.80	0.34	0.34	0.25	0.26	44.3	46.5	7.77	7.86	1.9

* Insufficient Response
\- No Change

TWELVE MONTH ROOMS REPORT - AS OF SEPTEMBER 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	65.3	64.2	60.7	58.8	$ 66.45	$ 64.21	$ 45.09	$ 44.08	$ 14.82	$ 14.55	20.3	20.7
CENSUS REGION:												
Northeast	75.3	73.8	45.5	42.4	$100.67	$ 96.03	$ 71.32	$ 69.38	$ 21.95	$ 20.92	21.2	21.2
North Central	61.4	61.8	42.6	42.7	53.39	50.99	39.84	37.97	11.52	11.43	19.5	20.3
South	62.9	61.4	7111	74.2	61.01	59.57	38.08	37.76	13.22	13.23	19.4	19.9
West	67.5	66.4	53.0	51.2	64.12	61.84	45.60	44.33	14.09	13.77	21.9	22.2
CENSUS DIVISION:												
New England	70.0	68.6	43.1	40.9	$ 80.16	$ 76.92	$ 57.75	$ 56.12	$ 17.25	$ 16.24	21.0	20.7
Middle Atlantic	76.8	75.1	45.9	42.7	105.68	100.65	73.56	71.58	23.00	21.95	21.3	21.3
South Atlantic	68.1	65.4	89.9	87.9	65.11	62.77	36.98	36.00	13.72	13.70	19.2	19.8
East North Central	63.3	63.5	39.3	38.8	55.83	52.20	43.15	40.29	11.96	11.78	19.0	20.2
East South Central	56.2	58.8	39.3	44.4	46.86	44.92	38.07	34.15	9.07	8.88	18.7	19.0
West North Central	58.4	59.3	48.1	49.0	49.22	49.01	34.61	34.45	10.85	10.91	20.2	20.4
West South Central	54.5	54.9	44.7	42.9	53.29	54.22	41.54	43.26	12.39	12.58	20.2	20.1
Mountain	58.8	60.2	46.0	45.7	48.32	47.14	36.59	36.09	12.29	12.28	23.3	23.8
Pacific	70.6	68.8	54.8	52.6	68.76	66.66	47.66	46.35	14.90	14.45	21.5	21.7
AFFILIATION:												
Chain	65.6	64.4	58.3	56.2	$ 64.55	$ 62.60	$ 44.56	$ 43.78	$ 14.14	$ 13.92	19.9	20.3
Independent	64.0	63.0	71.3	70.2	76.02	72.35	47.30	45.32	19.09	18.48	22.2	22.5
LOCATION:												
Center City	65.3	64.0	48.4	46.1	$ 82.32	$ 79.66	$ 58.56	$ 57.58	$ 18.14	$ 17.75	21.0	21.2
Suburban	62.1	61.8	50.1	48.8	55.96	54.59	38.29	37.55	11.58	11.51	19.8	20.1
Airport	68.4	67.1	34.2	32.6	56.45	55.16	44.30	43.96	11.88	11.78	20.3	20.7
Suburban	63.4	63.5	76.4	72.8	42.05	41.21	25.85	25.92	9.34	9.03	20.4	20.3
Resort	68.7	65.7	102.7	102.9	79.52	75.41	42.10	39.86	15.69	15.53	18.8	19.6
SIZE:												
Under 150 Rooms	62.9	63.3	64.3	62.5	$ 45.60	$ 43.94	$ 30.64	$ 29.81	$ 12.30	$ 11.80	24.1	24.1
150 - 299 Rooms	62.6	61.6	55.9	53.9	55.97	54.61	37.12	36.63	12.19	12.05	20.5	20.8
300 - 600 Rooms	64.8	62.9	60.0	57.9	72.58	70.10	46.76	45.71	14.08	14.12	19.3	20.0
Over 600 Rooms	72.4	70.5	64.1	62.5	90.21	87.19	56.44	55.09	18.92	18.39	20.3	20.4
TYPE:												
Hotel	66.8	64.9	54.3	52.9	$ 79.47	$ 77.02	$ 53.29	$ 52.04	$ 16.63	$ 16.36	20.5	20.8
Motor Hotel	62.5	62.8	64.7	62.3	47.33	46.23	30.89	30.61	10.00	9.85	19.1	19.4
Economy	64.1	64.2	74.1	72.6	32.77	31.62	21.87	20.85	10.16	9.84	29.8	29.5
All Suites	68.9	65.0	114.4	110.9	77.09	73.50	38.32	37.42	16.37	16.25	19.4	20.3

TWELVE-MONTH VARIATION REPORT - AS OF SEPTEMBER 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.0	6.9	2.6	3.7	-0.2	9.1	2.6	3.5	0.1	6.7	0.8	1.9	-0.9
CENSUS REGION:													
Northeast	6.7	7.0	6.0	7.2	2.6	6.9	4.6	4.8	3.7	4.7	2.9	4.9	3.1
North Central	3.4	4.9	0.1	1.1	-2.3	5.5	3.2	4.7	-0.2	4.8	1.7	0.8	0.2
South	3.8	4.8	0.7	1.8	-2.2	7.4	1.4	2.4	-2.1	4.7	-1.0	-0.1	-3.7
West	11.1	12.1	5.3	6.1	3.0	18.8	2.7	3.7	1.5	15.1	1.9	2.3	-0.1
CENSUS DIVISION:													
New England	5.8	7.0	3.3	4.3	0.5	9.2	3.0	4.2	0.3	6.0	2.9	6.2	0.8
Middle Atlantic	6.9	7.0	6.8	8.2	3.3	6.5	4.9	5.0	4.8	4.4	2.9	4.8	3.7
South Atlantic	6.8	8.1	3.0	3.9	0.9	10.6	2.5	3.7	-1.1	6.5	-1.3	0.1	-2.6
East North Central	6.7	8.4	3.3	4.2	0.7	7.1	5.3	7.0	1.3	5.0	2.9	1.5	2.8
East South Central	-1.5	-2.0	0.4	3.1	-7.2	-3.1	4.9	4.3	6.0	2.0	3.1	2.1	2.2
West North Central	-2.4	-1.4	-5.2	-4.3	-8.0	2.4	-0.6	0.4	-2.9	4.0	-0.1	-0.5	-3.7
West South Central	-3.4	-2.6	-5.2	-3.5	-9.7	-3.6	-2.5	-1.7	-5.8	-4.0	-1.0	-1.5	-7.3
Mountain	5.9	1.7	4.8	5.7	2.5	32.8	6.7	2.5	3.6	29.9	2.3	0.1	-0.3
Pacific	12.4	14.6	5.5	6.2	3.2	8.7	1.2	3.2	0.9	4.7	1.8	3.1	-0.1
AFFILIATION:													
Chain	5.6	6.5	2.1	3.3	-1.3	9.2	2.2	3.1	-0.3	6.6	0.7	1.6	-1.1
Independent	7.5	8.8	4.5	4.8	3.6	9.0	3.8	5.1	1.4	6.5	1.5	3.3	-
LOCATION:													
Center City	4.9	5.6	2.7	3.9	-0.5	6.4	2.7	3.3	0.2	3.9	2.0	2.2	-0.4
Suburban	4.6	6.6	-0.8	1.1	-5.5	7.7	0.6	2.5	-1.7	6.2	-0.2	0.6	-2.3
Airport	6.4	8.2	0.2	2.0	-4.4	8.3	0.6	2.3	-2.2	7.0	-4.5	0.8	-4.2
Highway	1.7	2.4	-0.4	1.1	-4.7	-0.9	1.3	2.0	-0.6	-0.7	1.4	3.4	-1.4
Resort	10.6	12.0	6.6	6.4	7.0	15.1	4.1	5.5	1.1	9.0	-	1.0	-0.5
SIZE:													
Under 150 Rooms	4.5	5.1	1.2	1.9	-1.0	7.1	3.3	3.8	2.1	6.7	-2.4	4.2	1.2
150 - 299 Rooms	4.2	6.0	-0.1	1.1	-2.9	2.7	0.8	2.5	-1.4	1.4	-0.8	1.2	-2.3
300 - 600 Rooms	6.6	7.8	3.5	4.6	0.4	10.1	2.4	3.5	0.5	7.2	0.6	-0.3	-2.2
Over 600 Rooms	7.2	7.7	4.1	5.0	1.6	12.3	3.0	3.5	0.2	8.1	2.0	2.9	0.5
TYPE:													
Hotel	6.4	7.3	3.1	4.1	0.4	10.9	2.2	3.2	-	7.7	0.7	1.7	-1.1
Motor Hotel	2.4	3.2	0.4	1.7	-3.1	-1.0	1.5	2.4	-	-0.8	0.5	1.5	-0.6
Economy	6.7	6.6	6.5	6.9	8.5	3.8	3.7	3.6	5.2	1.2	3.6	3.3	-3.3
All Suites	14.4	17.4	3.2	4.3	0.7	12.8	2.2	4.9	-2.9	5.3	-3.7	0.7	-5.5

- No Change

TWELVE MONTH TREND REPORT - AS OF SEPTEMBER 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	6.0	6.9	2.6	9.1	65.3	1.7	60.7	3.2	$ 66.45	3.5	$101.18	2.6
CENSUS REGION:												
Northeast	6.7	7.0	6.0	6.9	75.3	2.0	45.5	7.3	$100.67	4.8	$147.95	4.6
North Central	3.4	4.9	0.1	5.5	61.4	-0.6	42.6	-0.2	53.39	4.7	85.46	3.2
South	3.8	4.8	0.7	7.4	62.9	2.4	76.3	2.8	61.01	2.4	93.89	1.4
West	11.1	12.1	5.3	18.8	67.5	1.7	53.0	3.5	64.12	3.7	96.42	2.7
CENSUS DIVISION:												
New England	5.8	7.0	3.3	9.2	70.0	2.0	43.1	5.4	$ 80.16	4.2	$134.20	3.0
Middle Atlantic	6.9	7.0	6.8	6.5	76.8	2.3	45.9	7.5	105.68	5.0	151.30	4.9
South Atlantic	6.8	8.1	3.0	10.6	68.1	4.1	89.9	2.3	65.11	3.7	101.53	2.5
East North Central	6.7	8.4	3.3	7.1	63.3	-0.3	39.3	1.3	55.83	7.8	89.17	5.3
East South Central	-1.5	-2.0	0.4	-3.1	56.2	-4.4	39.3	-11.5	46.86	4.3	64.75	4.9
West North Central	-2.4	-1.4	-5.2	2.4	58.4	-1.5	48.1	-1.8	49.22	0.4	79.13	-0.6
West South Central	-3.4	-2.6	-5.2	-3.6	54.5	-0.7	44.7	4.2	53.29	-1.7	79.73	-2.5
Mountain	5.9	1.7	4.8	32.8	58.8	-2.3	46.0	0.7	48.32	2.5	81.89	6.7
Pacific	12.4	14.6	5.5	8.7	70.6	2.6	54.8	4.2	68.76	3.2	100.69	1.2
AFFILIATION:												
Chain	5.6	6.5	2.1	9.2	65.6	1.9	58.3	3.7	$ 64.55	3.1	$ 96.26	2.2
Independent	7.5	8.8	4.5	9.0	64.0	1.6	71.3	1.6	76.02	5.1	125.96	3.8
LOCATION:												
Center City	4.9	5.6	2.7	6.4	65.3	2.0	48.4	5.0	$ 82.32	3.3	$125.45	2.7
Suburban	4.6	6.6	-0.8	7.7	62.1	0.5	50.1	2.7	55.96	2.5	81.27	0.6
Airport	6.4	8.2	0.2	8.3	68.4	1.9	34.2	4.9	56.45	2.3	85.21	0.6
Highway	1.7	2.4	-0.4	-0.9	63.4	-0.2	76.4	4.9	42.05	2.0	55.80	1.3
Resort	10.6	12.0	6.6	15.1	68.7	4.6	102.7	-0.2	79.52	5.5	133.98	4.1
SIZE:												
Under 150 Rooms	4.5	5.1	1.2	7.1	62.9	-0.6	64.3	2.9	$ 45.60	3.8	$ 58.53	3.3
150 - 299 Rooms	4.2	6.0	-0.1	2.7	62.6	1.6	55.9	3.7	55.97	2.5	83.86	0.8
300 - 600 Rooms	6.6	7.8	3.5	10.1	64.8	3.0	60.0	3.6	72.58	3.5	116.16	2.4
Over 600 Rooms	7.2	7.7	4.1	12.3	72.4	2.7	64.1	2.6	90.21	3.5	141.68	3.0
TYPE:												
Hotel	6.4	7.3	3.1	10.9	66.8	2.9	54.3	2.6	$ 79.47	3.2	$127.94	2.2
Motor Hotel	2.4	3.2	0.4	-1.0	62.5	-0.5	64.7	3.9	47.33	2.4	64.84	1.5
Economy	6.7	6.6	6.5	3.8	64.1	-0.2	74.1	2.1	32.77	3.6	33.82	3.7
All Suites	14.4	17.4	3.2	12.8	68.9	6.0	114.4	3.2	77.09	4.9	103.48	2.2

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF SEPTEMBER 1986

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$38.32	$38.27	$10.70	$10.27	0.32	0.32	0.22	0.22	47.0	47.5	$ 6.98	$ 6.85	-0.2
CENSUS REGION:													
Northeast	$43.05	$41.50	$14.11	$13.32	0.29	0.29	0.20	0.20	51.4	51.8	$ 10.19	$ 9.80	1.6
North Central	36.49	36.56	8.68	8.45	0.33	0.33	0.23	0.23	44.3	44.1	5.26	5.16	-1.8
South	35.48	36.23	10.28	9.91	0.33	0.33	0.22	0.22	45.3	46.1	6.55	6.53	-1.0
West	42.08	41.44	10.48	10.08	0.33	0.33	0.22	0.22	48.1	48.8	6.45	6.33	0.9
CENSUS DIVISION:													
New England	$54.32	$54.16	$12.24	$11.91	0.32	0.33	0.23	0.23	46.0	45.6	$ 7.81	$ 7.68	2.8
Middle Atlantic	40.39	38.53	14.79	13.83	0.28	0.28	0.20	0.19	53.0	53.8	11.03	10.54	1.2
South Atlantic	37.61	38.01	10.81	10.27	0.33	0.33	0.22	0.23	44.6	45.4	6.77	6.60	-0.7
East North Central	37.09	36.60	8.61	8.28	0.34	0.34	0.23	0.24	44.4	43.8	5.34	5.14	0.1
East South Central	17.17	16.20	6.98	6.60	0.36	0.36	0.25	0.25	44.5	45.8	4.21	4.34	-0.2
West North Central	35.43	36.49	8.80	8.73	0.32	0.32	0.21	0.21	44.2	44.5	5.14	5.19	-4.9
West South Central	32.29	34.26	9.35	9.37	0.33	0.33	0.21	0.22	47.4	48.2	6.20	6.55	-1.7
Mountain	37.05	35.76	8.64	8.42	0.38	0.37	0.21	0.22	46.4	48.1	5.29	5.39	-4.5
Pacific	43.49	43.09	10.87	10.46	0.32	0.32	0.22	0.22	48.9	49.1	6.90	6.71	2.1
AFFILIATION:													
Chain	$34.47	$34.58	$10.33	$ 9.95	0.32	0.32	0.21	0.22	47.1	47.6	$ 6.81	$ 6.71	0.1
Independent	59.69	58.87	12.20	11.53	0.34	0.34	0.23	0.23	46.4	46.9	7.80	7.48	-1.5
LOCATION:													
Center City	$40.97	$40.87	$12.33	$11.80	0.30	0.30	0.21	0.22	51.3	51.7	$ 8.82	$ 8.60	-
Suburban	32.97	33.53	8.58	8.33	0.35	0.35	0.23	0.23	45.0	45.6	5.31	5.34	-0.9
Airport	31.29	31.99	9.28	8.93	0.32	0.33	0.21	0.21	43.4	44.6	5.40	5.47	-1.5
Highway	24.53	24.69	7.90	7.71	0.35	0.35	0.24	0.24	41.1	41.2	4.17	4.27	-0.2
Resort	50.94	50.39	11.59	11.05	0.34	0.34	0.21	0.22	42.9	43.3	6.72	6.41	0.7
SIZE:													
Under 150 Rooms	$39.48	$38.65	$ 8.21	$ 7.98	0.36	0.36	0.26	0.27	43.0	43.5	$ 4.60	$ 4.58	-0.9
150 - 299 Rooms	31.86	32.32	8.86	8.64	0.34	0.35	0.23	0.24	46.6	47.1	5.80	5.77	-1.3
300 - 600 Rooms	39.55	39.37	10.97	10.50	0.32	0.32	0.22	0.22	45.7	46.6	6.82	6.74	0.9
Over 600 Rooms	43.04	42.97	13.00	12.34	0.30	0.30	0.19	0.19	49.3	49.4	9.08	8.74	-0.5
TYPE:													
Hotel	$43.22	$43.23	$11.47	$10.99	0.32	0.32	0.21	0.22	48.0	48.5	$ 7.60	$ 7.43	-0.1
Motor Hotel	24.60	24.61	7.71	7.47	0.35	0.35	0.23	0.23	42.0	42.5	4.55	4.56	-1.2
Economy	7.11	6.76	*	*	*	*	*	*	*	*	*	*	*
All Suites	43.28	44.55	11.64	11.48	0.34	0.35	0.25	0.26	45.0	46.7	7.62	7.73	2.1

* Insufficient Response
\- No Change